

## April NRC BOD Minutes



**Date:** April 28, 2021

**Time:** 6:30 p.m. Executive  
7:00 p.m. General

**Location:** Virtual

**Attending:** Steve Grant, Cory Sanderson, Henry Trost, Amelia Strobel, Susie Ryan, Becca Williams, Jordan Pollock, Emily Gadsden, Linda Herrell, Liz Holihan, Will Hedgpeth

- 7:06pm Call to Order
- 7:06pm President – Steve
- No update
- 7:06pm Vice President – Henry
- No update
- 7:07pm Secretary – Emily
- The March minutes are in good order and have been sent to the membership
- 7:05pm Treasurer and Finance Committee – Amelia
- Net Operating Income is running below budget due primarily to investments made in new equipment (unplanned expense)
  - NRC bank account is in a good position, and balance is higher than in prior years at this same time
  - Additional expected revenue will come from spring fundraiser
  - 2021-22 NRC Budget formulation underway
  - Amelia had circulated the April 26<sup>th</sup> 2021 balance sheet, budget vs actual report and profit and loss report ahead of the meeting for everyone to review, Emily to double check permissions on the exhibits when linking to future agendas
- 7:15pm Executive Director Report – Cory
- An individual has reached out and spoken to Cory expressing interest in a larger donation for the Big Payback day which is encouraging
  - Remaining updates to be discussed in later equipment and facilities discussion
- 7:20pm Fundraising / Development Update – Susie
- Fundraiser update:



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- o The annual fundraiser and auction will now be in the barn at Tailgate Brewery (i.e. in-person), the committee is trying to figure out a live stream for individuals who can't attend in-person
- o The committee will set up and launch ticket sales soon online
- o The event will likely be from 3pm – 6pm
- o In addition to the old 8+ bar/table there are some additional baskets and big items in the works, BOD members can help out with beer & wine
- Big Payback: please encourage everyone to set up a profile and donate!
- Nissan concession stand update:
  - o We have received our first invoice and made \$680 dollars,
  - o The committee is looking for additional dates after spring racing and additional training dates so that more volunteers can be qualified to serve alcohol in addition to food
  - o Fun was had by all
- Neon CRM Proposal
  - o Susie reviewed the highlights of her proposal to purchase the Neon CRM which she had circulated to the Board prior to the meeting
  - o Highlights include: designed by professionals from the non-profit world, automated emails to donors, multiple logins, a whole “ecosystem” to choose additional add-ons from in the future
  - o In short: this CRM package has just what we want now and things we know we could be doing in addition to what we do now
  - o Start-up cost as proposed is \$2,838 which covers purchase of desired modules as well as training sessions that can be used in the future (which will be particularly useful when bringing on a part-time development hire)
  - o The Neon system does have some overlap in functionality with Blue Sombrero, there is no cost advantage to switching over to Neon's membership module now but this is certainly a possibility in the future if we are really happy with the Neon product
  - o The CRM will save Cory time on tax/donor receipt tracking, give us more functionality to steward donors and foster relationships, set up scheduled messages to target groups and track campaigns
  - o Susie motioned to accept the Development Committee's proposal to purchase the CRM and functionality as outlined for \$2,838, the proposal was seconded and approved unanimously



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7:30pm JAC – Linda

- Linda advised the Board of recent feedback from a parent that questioned whether mask use on-land was still necessary and whether US Rowing guidelines considered regional/local public health guidelines that may differ from those near US Rowing headquarters in NJ
- Linda and Cory shared that the mask policy will continue as is through the remainder of the season to keep messaging consistent to athletes and to practice mask use as will be required on race day at upcoming regattas

7:35pm MAC – Liz

- No update

7:45pm Equipment/Facilities - Jordan + Cory and Will

- Jordan and Cory reviewed several updates from the Equipment Committee
  - We spent a little more on gravel than intended for heavier stone that is less likely to wash away, otherwise a good price and spread in a timely fashion as compared to if we had gone through Metro
  - We are coordinating when to move trailers back down toward the lake post flood with Vanderbilt
  - We need to build a new boat rack to replace one that floated away in the flood, lumber is very expensive right now so we are investigating some metal alternatives that may be cheaper but pose higher risk of boat damage
  - Lights have been ordered to light up the marina space and racks
  - Any change to the Harpeth Hall relationship will impact the number of ergs available for use in winter training, the committee will make sure we maintain our current ergs
  - The committee has started research on buying ergs with a price break at indoor regattas (regatta host uses then sells at cost as is done at TN indoors)
  - A switch to longer-term year-round use of the hangar at Cornelia Fort Air Park would give us space for additional gym equipment and space for boat repairs but would incur significantly more cost on porta-johns and handwashing stations
  - Friends of Shelby park is definitely interested in us being there and could envisioning integrating our dry tri into their race series, increasing involvement with the community center, etc.



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- Shoe Shopping
  - Will shared a proposal developed with the Equipment Committee to convert all boat shoes to clip-in shoes (as opposed to fixed) to allow for better shoe fit for athletes across a wider variety of shells, replace currently deteriorating shoes and improve overall quality and longevity of shoes
  - The club would commit to buying new shoes up front that are compatible with the clip-in system at the price break point where a discount for quantity is achieved, shoes would be available for sale through the club to members at retail price to offset the up-front costs of shoes and clips
  - Athletes may buy their own shoes through the club or on their own, the club will ensure shoes are available at practice for athletes that do not purchase their own pair
  - The Board agreed there would likely be higher interest from Masters but definite interest as well from Juniors
  - The new website has a storefront functionality that can be utilized for rollout
  - No anticipated impact to future boat buying/replacement
  - The Equipment Committee will need to review timing with the Finance Committee as a follow-up given the upcoming added expense of a new Junior's coach salary
  - Jordan motioned to keep pursuing the "Shoe Shopping" plan and set up the storefront functionality on the website, there was a second and the motion was unanimously approved
  
- Boat decals
  - The Equipment Committee would like to mark "default" rigging with decals
  - Coach support for this as well as boat size and good rigging fit are especially important in singles to help prevent flipping in the water (improve safety)
  - Amelia confirmed we may have a line item in the budget with leftover funds that could be counted toward the purchase
  - The decals would need to be custom-designed, the Committee can reach out to a member family that owns a printing business that has helped print materials for the club in the past
  
- Other odds and ends
  - Lack of working NK Speed Coaches is also an issue, Cory will help investigate if we can do trade in or repair with NK or explore Cox Mate as an alternative



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- o Oar updates: some oars are legitimate antiques and may have value if sold as such, other aging oars will need replacement, we can utilize regattas to do so
- o The Committee has suggested adding a quarterly workday for members to help maintain equipment (similar to our lake clean-up days)
- o Our cox base case (which can house and charge multiples boxes) is missing, it was last seen right before the pandemic began, it is expensive to replace, all to ask around if anyone has seen it as hopefully someone took it home or moved it when pandemic shutdowns began
- 10 Year NRC Fleet Plan
  - o Will presented a boat rollover plan outlining estimated remaining use of the club's current fleet and anticipated new boat needs annually between now and 2030
  - o The goal of the plan is to both increase the quality of shells that athletes will race and practice in and focus on preserving the total value of club shells in the event of closure / liquidation (i.e. replacing shells before they have no resale value left or become un-rowable)
  - o Proposed boat manufacturers (Kanghua and Hudson) account for compatibility of bolts, compatibility and proposed shoe system, overall quality and reputation, plus good club experience/relationship with the manufacturers
  - o The Board agreed that further developing and pursuing the plan, as outlined or similar, will help us to itemize requests for the donations we will need to help fund the purchase of new shells
  - o There was motion and second to incorporate a rollover plan with the understanding that adjustments will be implemented as the club grows and responds to any changes in membership or rowing landscape, unanimously approved
- Facilities update
  - o The Finance committee and HH relationship sub-group to take a look at current HH agreement and better understand the individual items included and approximate value/cost to the club of each
  - o Cory is in favor of pursuing the Cornelia Fort Air Park hangar as an inclement weather and winter training option
  - o Once future training space is agreed, the Equipment Committee can better outline an erg rollover plan to preserve the quality of ergs as well



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- o Boathouse conversations have picked back up: Wharf Park is back off the shelf after a COVID-driven pause, we are waiting to hear back about setting up a meeting with them on the boathouse specifically, still in the phase 1 plan of that park
- o River North: Cory met with a parent of an alumni that owns a business adjacent to the development and has received offer to sell his space, the parent talked up rowing and the club in that conversation, the development group / Oracle have community impact project funding set aside, Oracle could be good potential funding option
- o Fundraising will be key! The boathouse bill will likely be much bigger than what we imagined 8 years ago, DEI will be key to outside fundraising

9:05pm Old Business

- None

9:05pm New Business

- None

9:06pm Next Meeting Date

- The next meeting will be held on May 19<sup>th</sup> at 7:00pm
- Meeting adjourned at 9:07